

Texas Department of Transportation

Small Business **LINC** Program Bulletin

Learning, Information, Networking, Collaboration

Volume 1, Issue 2

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DALLAS



EL PASO

DALLAS & EL PASO PROTÉGÉS

In a Class of Their Own

Spend some time with our LINC protégés and you get to learn a lot about them and their business. You learn that these are hard working, bold and determined entrepreneurs. You learn that their businesses have emerged from an idea, previous work experience or a learned family trade.

Despite the amount of work it takes to maintain their business, these entrepreneurs do not stop there. They seek other resources and paths to increase their business opportunities.

One of these paths is The TxDOT Small Business – LINC Program. Through a series of meetings, business owners learn about TxDOT's contracting opportunities and receive information to assist them in bidding and performing on TxDOT contracts. TxDOT staff and consultants provide information and maintain communication throughout the learning and bidding process.

The LINC program has enabled these firms to achieve what seems impossible. Together we become achievers and advocates for small businesses.

2003 LINC SESSIONS



Take the first step in becoming a part of our Small Business– LINC Program. Call our office toll free at **1-866-480-2518** and ask to speak with a LINC mentor and request a LINC application for these upcoming sessions.

~ Houston ~ Pharr ~ Tyler ~

\$8 Million Awarded to LINC Graduates

Actions speak louder than words. This activity is evident when it comes to our LINC protégés who in LINC's first full year of inception have been awarded \$8,190,167.15. The awarded contracts include TxDOT highway construction and maintenance contracts. Protégés from the Houston, San Antonio, Austin, and Dallas areas are the recipients of these contracts.

The goal of the Small Business – LINC program is to increase the number of small businesses *bidding* and *performing* on TxDOT contracts. Our savvy LINC protégés have surpassed our first year's expectation.

Success is not solely defined by the dollars. We, too, congratulate all of our protégés who continue to bid on TxDOT work. TxDOT mentors, staff and consultants remain available to assist all of our protégés in their bidding process. We are very proud of all of our proteges. **The 2002 Small Business – LINC protégés who were awarded contracts include:**

Session	Protégé	Contract	Prime Contractor
Dallas	A/P Resources	6086-32-001	A/P Resources (Protégé)
Dallas	A/P Resources	6073-29-001	A/P Resources (Protégé)
Dallas	A/P Resources	0413-04-030	A/P Resources (Protégé)
Dallas	A/P Resources	0903-03-069	A/P Resources (Protégé)
San Antonio	Basic Essentials	6088-54-001	Basic Essentials (Protégé)
San Antonio	Basic Essentials	RMC-608673001	Basic Essentials (Protégé)
San Antonio	Basic Essentials	6088-22-001	Basic Essentials (Protégé)
Dallas	Brown's Construction	0191-02-056	Castleberry Contractors
San Antonio	C&C Construction	0039-18-085	Williams Brothers
Houston	Cedar Break	60112-2-40581G	Cedar Break (Protégé)
Houston	Cedar Break	0500-03-477	Kinsel Industries
Houston	Cedar Break	0912-71-650	NBG Constructor
Houston	Cedar Break	0912-71-693	Infrastructure Services, Inc.
Houston	Cedar Break	0912-37-114	Forde Construction Company, Inc.
Austin	Cen Tex Hydroseed	0675-06-079	C.D.S. Enterprises
Dallas	Complete Emergency Maintenance	0902-48-428	Roadway Solutions, Inc.
Houston	Concrete Finisher of Houston	0912-71-693	Infrastructure Services, Inc.
Houston	Concrete Finisher of Houston	3510-04-018	Traf-Tex, Inc.
Austin	G. Limon	0016-01-091	Infrastructure Services, Inc.
Austin	Laredo Striping	0038-01-031	Price Construction
Austin	Laredo Striping	2150-03-017	Price Construction
San Antonio	LS&S	Various	Various
Austin	NNA Financial & Management	RMC 608079001	NNA Financial & Management (Protégé)
Austin	NNA Financial & Management	0110-04-170	NNA Financial & Management (Protégé)
Houston	R&A Transport	0271-07-256	Angel Brothers
Houston	R&A Transport	0027-12-117	Durwood Green
Houston	R&A Transport	1812-01-017	Angel Brothers
Houston	R&A Transport	0192-04-093	Angel Brothers
San Antonio	Rodney Mayberry	B072002030637000	Rodney Mayberry (Protégé)
Dallas	Stripe-A-Zone	RMC-608664001	Stripe-A-Zone (Protégé)
Dallas	Stripe-A-Zone	0902-48-315	S.F.W. Construction, Inc.
Dallas	Stripe-A-Zone	0364-01-118	Sunmount Corporation
Dallas	Stripe-A-Zone	0902-38-020	AUI Contractors, L.P.
Dallas	Stripe-A-Zone	0902-48-368	Austin Bridge & Road, L.P.
Dallas	Stripe-A-Zone	0080-07-074	Durable Specialties, Inc.
Dallas	Stripe-A-Zone	6086-64-001	Stripe-A-Zone (Protégé)
San Antonio	Tex-Sun	0269-05-032	Hunter Industries
San Antonio	Tex-Sun	0346-03-027	Hunter Industries
San Antonio	Tex-Sun	0605-01-053	Garey Construction, LTD.
San Antonio	Tony A. Enterprises	2378-03-006	J. H. Strain
San Antonio	Tony A. Enterprises	0205-04-024	J. D. Abrams
San Antonio	Tony A. Enterprises	0370-04-025	Dean Word
San Antonio	Tony A. Enterprises	0299-13-014	Price Construction
San Antonio	Tony A. Enterprises	0915-00-079	Forestech
San Antonio	Tony A. Enterprises	0916-35-069	Haas-Anderson Construction, LTD.
San Antonio	Tony A. Enterprises	0916-35-076	Haas-Anderson Construction, LTD.
			\$8,190,167.15



Opening Doors to Small Businesses

The Business Opportunity Programs (BOP) Section of the Construction Division is responsible for administering the Texas Department of Transportation's (TxDOT) Disadvantaged Business Enterprise (DBE), Historically Underutilized Business (HUB) and Small Business Enterprise (SBE) Programs and provides one location to respond to DBE/HUB/SBE issues. BOP's goals are to help small businesses interested in doing business with TxDOT and to provide assistance to TxDOT personnel and prime contractors with their efforts to increase small business participation on TxDOT contracts. The TxDOT-Small Business LINC Program (LINC) is one initiative that has been developed by the BOP Section to meet those goals.



As Director of the Business Opportunity Programs Section, James Dossett (J.D.) is committed to working for small businesses. Through his initiatives and support of small business programs there have been many success stories, some of which have been highlighted in this bulletin. J.D. has made a special effort to meet with prime contractors to inform them of the LINC Program and to let them know they are a critical link to the success of the program.

J.D. plans to continue this effort in the future with the LINC Program and to develop other initiatives to promote small businesses. His goal is to open the doors to small businesses interested in working on TxDOT contracts. Under J.D.'s direction, in 2003, BOP will conduct three more highway construction and maintenance sessions of the LINC Program and pilot a LINC session for companies interested in materials/supplies and services contracts with TxDOT.

LINC POINTS OF VIEW

"Dear TxDOT Mentors – I just wanted to send a thank you for allowing my company to participate in your program. It was a great opportunity for me and I found the information very helpful. Thanks again for all of your hard work and time. Sincerely, Liz Welker – Cen Tex Hydroseed."



REAPING THE BENEFITS

Ms. Sylvia Fernandez, President of Basic Essentials Maintenance (BEMI) was awarded a San Antonio District Emergency Work – Debris Removal contract. The project consisted of nine sites, three in Atascosa County, three in McMullen County and three in Frio County. BEMI is removing all the debris and sludge that the area flooding brought into the culverts.



BEMI is based out of San Antonio but works in many parts of South Central Texas including the Valley, Corpus Christi, Laredo, Austin, Houston and San Antonio. BEMI is a minority owned business. Their services include asphalt paving, overlay, crack fill, seal coat, striping, speed bumps, car stop installation, sitework, concrete, pressure wash and exterior/interior painting of buildings.

Ms. Fernandez adds, "I really learned a lot from the LINC program and am still reaping the benefits."

Ms. Fernandez participated in the San Antonio LINC class. Congratulations to Ms. Fernandez on this contract.



DALLAS PARTICIPANTS

A/P Resources, Inc.
Admiral Construction Company
Adrian Contracting
Bell's Concrete Services
Brown's Construction Company
Carter Construction Company
Complete Emergency Maintenance, Inc.
Concrete Modification Services
Gooch Excavation & Grading Services, Inc.

Higgins Trucking
J-N Construction Company, Inc.
Kevin Dean Asphalt Technology, Inc.
Maximum Construction
Parsons and Partners, Inc.
Pearl Ventures, Inc.
Roadway Engineering & Construction Co.
Stripe-A-Zone
TEI Construction & Engineering
Texas Paving & Sealcoat

TYPE OF BUSINESS

Construction and Demolition
Concrete
Rebar Placement
Concrete
Concrete
Concrete
Pavement Marking
Concrete
Concrete Coring, Sawing, Breaking,
Earth Moving, Excavation and Grading,
Under- ground Utilities
Hauling
Heavy Construction and Utility
Asphalt, Construction and Utility
Concrete
General Construction
General Construction
Construction
Striping and Pavement Marking
Construction and Engineering
Paving and Pavement Marking



EL PASO PARTICIPANTS

Access Remodeling & Construction Co, Inc.
Apache Barricade & Sign

EPCON, Inc.
EPR Contractors
HMB Specialist Contractors
Jan-Car, Inc.
Mirador Enterprises
Native Landscape
Quest Contracting, Inc.
Reyex Corporation
Simon's Electric
VIVA Environmental

TYPE OF BUSINESS

Construction/ADA
Temporary Traffic Control
Rental and Sales
Engineering/General Contractor
General Contractor
Concrete Pipe, Curb and Gutter
Construction
Construction
Landscaping, Grounds Maintenance
General Construction
Underground Utility Contractor
Electrical Construction
Traffic Control

Thank You TxDOT District Staff

Establishing a relationship with the individuals in charge of monitoring and inspecting the work done on the job sites is crucial to becoming a successful contractor. The Dallas and El Paso LINC Protégés were introduced to individuals from TxDOT's district office and the area engineers' offices. The TxDOT staff gave a presentation on the structure of their district, the opportunities available in their district and answered questions from the protégés. We would like to thank the following TxDOT staff for their support of the program.

EL PASO

Charles H. Berry, Jr., P.E.	District Engineer
David Head, P.E.	Director of Construction
Ricardo Romero, P.E.	Asst. Director of Maintenance
Carlos Ahumada, P.E.	West El Paso Area Engineer
John William Riley, P.E.	East El Paso Area Engineer

TxDOT and prime contractor speakers at the El Paso session include (l-r), Ricardo "Rick" Romero, David Head, Ruben Grajeda, Alex Gomez, Bill Riley, Carlos Ahumada, Daniel Avila.



DALLAS

Jay R. Nelson, P.E.	District Engineer
Jim Hunt, P.E.	Director of Construction
Gary Bailey, P.E.	Assistant Director of Maintenance
Bill Compton, P.E.	Southwest Area Office Design Engineer
Tracey Friggle, P.E.	Assistant Director of Construction
Kathryn Henderson	Construction Records Auditor
Bill Lovil, P.E.	Collin County Area Engineer
Gary Moonshower, P.E.	Hutchins Area Engineer
Darwin Myers, P.E.	Navarro County Area Engineer
Larry Tegtmeyer, P.E.	Northwest Area Engineer
Dan Turk, P.E.	Traffic Projects Engineer
Karen Wade	District Contract Administrator

David Head, P.E., of TxDOT reviews upcoming El Paso district contracts with Laura Sanchez of Access Remodeling & Construction Co., Inc.



Guests and Presenter at the El Paso LINC Session include (l-r), Dan Sosa, CPA – Sosa Financial Group, Ann Harper and Earl Harper of Partners in Funding.

Accounting + Administration

Mr. Earl Harper, Senior Vice President of Partners in Funding, addressed the El Paso LINC class. Mr. Harper provided an overview of his company, Partners in Funding. Partners in Funding "offers an accounting service program to aid qualified contractors in efficiently managing their backroom accounting functions."

Mr. Harper explained how his company's services bridge the needs of contractors with underwriting and claims requirements, resulting in both time and cost efficiency. Partners in Funding services include full service accounting, job cost accounting, funds administration, payroll administration and benefits premium billing and COBRA Administration.



NETWORKING IS THE KEY

Networking is a key element in obtaining subcontracting opportunities. To help our Dallas and El Paso protégés market their services, the LINC program organized sessions where protégés met individually with prime contractor representatives. Both sessions allowed for interactive discussion and helped set forth future business relationships. The response from the prime contractors has been very positive. We thank the following prime contractors for taking the time to meet with our protégés:

DALLAS

APAC-Texas, Inc.
Austin Bridge & Road, L.P.
Coppell Construction Co., Inc.
D. L. Lennon, Inc.
Granite Construction Co.
Glenn Thurman, Inc.
Integrated Roadway Service, Inc.
J. D. Abrams, L.P.
J. L. Steel, L.P.
Rushing Paving Company, LTD
Silver Creek Construction, Inc.
Sunmount Corporation
T. J. Lambrecht Construction, Inc.
Traylor Brothers, Inc.
Zachry Construction Corporation



(top left, l-r) Patricia Webber, procurement manager of Zachry Construction meets with LINC protégé Camille Parsons of Parsons and Partners, Inc.; (right, l-r) Ruben Grajeda of Dan Williams and Omar Veliz of EPCON, Inc. discuss subcontracting opportunities; (bottom left, l-r) Adrian Gutierrez of Adrian Contracting markets her company to one of the Dallas prime contractors.

EL PASO

Dan Williams Company
J. D. Abrams, L.P.

BREAKING NEW GROUND

Breaking new ground is exactly what NNA Financial & Management Company, Inc. (NNA) will be doing when they begin a recently awarded TxDOT contract involving the construction of a detention pond in Montgomery County. The project calls for over 12,000 cubic yards of excavation and embankment. Mr. Nathaniel Aniekwa, the firm's President said that when you have to move so many yards of new ground, there are a lot of concerns about run off and that erosion control will play an important part of the successful completion of the job.

NNA is also breaking new ground by stepping into the prime contractor community. Having previously completed several mowing contracts in the maintenance area has helped prepare the firm for this contract. Mr. Aniekwa states, "Having been through the LINC Program, I am confident that we are ready to make the move."

NNA is headquartered in Austin but has completed maintenance projects as far away as El Paso and Laredo. The services provided by NNA include a wide range of construction and maintenance items. NNA is a minority owned and DBE certified firm. NNA Financial & Management Co., Inc. participated in the Austin LINC class.

Congratulations to Mr. Aniekwa on these contracts.

**"Having been through the
LINC Program, I am confident
that we are ready to make the move."**

C+C+C = C CREDIBILITY

A wise man once said, "You can judge a person by their Character." A wise surety agent once said, "You can judge a business by its Character, Capacity, and Capital." Ms. MeLisa Minter, senior consultant with SSP Consulting, L.C. and Mr. Tom Hewitt of Guaranty Insurance Services, Inc. (Guaranty) were guest speakers at the Dallas LINC class. The topics they addressed included surety support services and bonding.

SSP Consulting, L. C. provides technical, financial and surety support help to small, minority and women business enterprises. SSP services include preparing and completing the bond package which includes basic forms such as the income statement, certificate of insurance, agreement of general indemnity, accounts receivable/payable, aging, contracts under construction, contracts completed and contractor's estimate of Subject Job. SSP currently has a technical assistance contract with TxDOT to provide their services to the DBEs free of charge.

Mr. Hewitt of Guaranty presented the various types of bonding, types of contract bond, basic underwriting for obtaining a contract bond and basic underwriting information needed for obtaining a bond.



Presenters at the Dallas LINC class include (l-r), MeLisa Minter of SSP Consulting, L.C., Tom Hewitt of Guaranty and Janet R. Flores of SSP Consulting, L.C.

CONSULTANTS

We'd like to welcome our new consultants and trainer to the LINC program. They include:

Citation Solutions, Inc. is a Texas based Internet design, development and hosting company. Citation Solutions, Inc. has been in the internet business for over six years. Citation Solutions designs and develops web-based marketing, internet applications, and wireless solutions for a variety of traditional businesses, financial institutions, government entities and dot-coms.

Frontier Consulting, Inc. (FCI) is a software and web site development consulting company. Over the past six years FCI has been developing web sites for small, medium and large-scale businesses depending upon their client's individual needs. Frontier Consulting, Inc. clients include various government agencies and range from small to Fortune 1000 companies all over the U.S.

RAS Group, founded in 1990 by Dr. Allen M. Johnson, Jr., specializes in training, staffing, developing courseware, managing contract programming projects, LAN/WAN/Internet solutions and turnkey system development. Client lists include industry giants, government organizations and many small businesses.

Alphonso Solomon and Company is a management consulting firm that provides a wide array of related services. They provide training and/or technical assistance in the areas of accounting, cash flow, business planning, marketing and business management.

Texas Department of Transportation

125 E. 11TH ST. • AUSTIN, TX 78701-2483
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Call Toll Free: 866-480-2518
Fax: 512-486-5519
E-mail: cgonza3@dot.state.tx.us



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- * Thomas R. Bohuslav, P.E., Director, Construction Division
- * James Dossett, Director, Business Opportunity Programs Section
- * Efrem Casarez, DBE Program Director
- * Wanda Ealey, Office of Civil Rights
- * Frank Huerta III, CPA, Construction Division
- * Baldemar Maldonado, Construction Division
- * Carlos Rodriguez, Office of Civil Rights
- * Rankin Smith, Construction Division
- * Juan Urrutia, P.E., Construction Division
- * Tim West, Construction Division

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